# GOSSIP OF THE STREET

# LOCAL FINANCIAL INTERESTS BELIEVE MARKET WILL RISE STEADILY FOR SEVERAL DAYS

#### Continued Good News From the European Battlefields Creates Wonderful Confidence Among Traders. Gossip of the Street

BROKERS generally said the decline during the last hour in yesterday's stock market was due, in a great measure, to profit taking. Others said that most of the buying yesterday and for some time past has been more for investment than speculative account,

Continued good news from the European battlefront has created a wonderful confidence, which seems to be gathering strength with each succeeding day. The announcements of new financing on the gigantic scale, which all are so well accustomed to now, by Secretary of the Treasury McAdoo have been accepted by bankers as a matter of course, and while few would express an opinion till they had digested the whole program, there was not a single note of doubt as to the ability of the country to keep up the pace set by the war for as long a period as necessary.

One banker in this connection drew attention to the bumper crops which seem to be general over the United States, as the great mainstay of the financial situation. As stated in this column yesterday, the Austrian drive, which now seems to have begun with a failure, had not the slightest effect on the market, and if war news continues as favorable as it has been recently, whatever changes may come in the prices of stocks will, in all probability, be traceable to domestic causes. It is doubtful if the sinking of two additional ships off the Virginian coast by German submarines occasioned a second thought in financial circles vesterday.

The consensus of opinion, as gathered in the brokers' offices and board rooms, would indicate a steady rising market for some days to come.

#### Next Liberty Loan May Be November

Bankers see in the announcement of Secretary of the Treasury McAdoo's financial program of \$6,000,000,000 certificates of indebtedness between now and November 1 the probability of the date of the next loan being the latter date. There is a diversity of opinion on the subject in the financial district, but on one point there seems to be a wonderful unanimity, namely, that whatever Mr. McAdoo wants he usually manages to carry out. .

There was considerable interest in some financial quarters over the hearings on the new revenue bill, which are to end on Thursday next, with everywhere the hope expressed that all the inequalities of the former bill will be straightened out.

There is a report from Washington that a war tax of 75 per cent is in prospect. In some instances in Great Britain the war tax has reached as high as 80 per cent, without any inconvenience to the corporation so taxed, and a similar result would no doubt arrive in this country. There is a feeling that the present revenue bill will be written on a more scientific basis than its predecessor and that no injustice will be done.

Bankers and brokers generally are looking forward to a much easier money market than for some time past. Especially do they expect this will be the condition till the launching of the fourth Liberty Loan on or about November 1. They predict, therefore, an active market in all kinds of securities up to that date.

#### Little Talk of New Financing

In the bond and investment houses the reports of business conditions were various. A large number reported conditions as fair to good, while a few said they were dull. Some bankers saw in the report of a probable 75 per cent war tax from Washington the liquodation of a number of bonds now held by corporations as well as large individual holders.

#### Maturing Utilities Notes

When discussing the actions of the War Finance Corporation board in connection with the maturing obligations of the public utilities companies, a well-known banker whose house is recognized with a large number of such concerns said yesterday that the only way he could see out of the difficulties at present would be to have the holders of the notes and other such maturing obligations to renew them for at least six months on the promise of the managements of such utilities to do everything in their power to have the service commissions give permission to increase the rates, and to enlist the good offices of the Government in every way possible to accomplish this necessary purpose.

#### Armour Bond Issue

Perhaps no one subject received more discussion in the financial district yesterday than the \$60,000,000 Armour & Co. 6 per cent debenture bonds which were disposed of by a syndicate of bankers last week in record time, being largely oversubscribed.

In speaking of the present prices at which some may be bought, which is higher than the price at which they were first offered, a broker said yesterday that the premium charged was due to the fact that outside the participants in the syndicate no commissions were allowed to brokers on these bonds, and that several enterprising investment houses, both here and in New York, especially the latter, had gone ahead and sold a number on the strength of the first announcement without waiting to find out if the usual broker's commission would be allowed, taking it for granted it would, only to find out later that no commissions were allowed, so they had to go into the open market and bid above the offering price in order to fill their obligations.

That the syndicate subscription was a wonderful success is proved by the fact that of the first maturities the allotments to subscribers will be 70 per cent of their subscriptions, of the second maturities 58 per cent, of the third 70 per cent, of the fourth 47 per cent, of the fifth 70 per cent, and of the sixth 32 per cent.

A downtown banker, when commenting on the success of this Armour offering of \$60,000,000 of debenture bonds, said it goes to prove that corporations seeking large amounts for capital and whose credit is good must be prepared to pay a rate which before we entered the war would be considered prohibitive. While it is true, he remarked, that these bonds carry 6 per cent interest, they were offered on a basis which will compel the borrower to pay the investor from 6% to 7% per cent, with the privilege of conversion into a 7 per cent cumulative preferred stock.

## Government-Railroad Agreement

Speaking of the agreement between the Government and the railroads, which, it is said, will be completed very soon, a well-known banker said yesterday that it is idle to speculate on just what the terms of that agreement will be till they are officially published. There are, he said, too many elements entering into the subject for any one to hazard a guess on the matter.

"A week or ten days ago," he continued, a New York paper printed what is said was an advance draft of the contract, but since then nothing more has been said about it, and it is absurd for any paper to assume that it could obtain advance information on a subject of such importance. Even if such information could be obtained in advance, it would not be credited till officially confirmed, so there would be nothing gained."

Another banker said he had no doubt that the Government will bandle the matter in a broad manner, and in a spirit of fairness to all concerned, especially to the owners of the railroads as represented by the stock, bond and other security holders.

# Gasoline Demands After the War

In calling attention to the outlook for the consumption of gasoline after the war, Henry L. Doherty & Co. in their usual weekly letter say: "One branch of industry which will require millions of gallons of gasoline annually will be that of agriculture. Europe is almost without farm horses, and Canada is in very nearly the same condition. In the United States the number of horses on the farms is decreasing; all this because of the great number of horses being required for war purposes.

"Farmers all over the world are turning to the farm tractor, and recent advices from Winnipeg, Canada, are that to meet the needs of the farmers in the great wheat-raising districts of the Dominion orders are being placed for tractors 50 per cent faster than the utmost endeavors of the railroads and factories can supply them.

The unusual activity in purchase of tractors is laid both to the general prosperity of the farmers, following three years of good crops, and to the great effort being made to increase farm production. To cheapen the price of farm tractors in Canada, the duty has recently been removed on this class of agricultural machinery, and farm tractors have been shipped into western Canada in the last year at a rapidly increasing rate. In 1917, the business of the International Harvester Company's distributing houses at Lethbridge, which serves southern Alberta, totaled \$1,200,000. Of this business 90 per cent was in spot cash and the bulk of the transactions was in farm tractors.

"This is but one of the rapidly increasing lines of consumption of gasoline. The war has put the truck business ahead ten years in the last two years. Indications are that the gasoline truck will displace virtually all other forms of road transportation in Europe, as well as in this country after the close of the war. The efficiency, reliability and durabilmy of the gasoline truck and the farm tractor have been proved, and cations are now that the purchase of these in the years following the mer will be limited only by the capacity to produce them.

## PHILADELPHIA DRAFTEES AT CAMP LAFAYETTE ON OPENING DAY



The group above is made up almost entirely of Philadelphians from Local Board No. 13, Eighth and Jefferson streets, who arrived at Camp Lafayette. Easton, on the day when the college was transformed into a camp. Included in the group are D. Satenstein, J. Halpern, Louis Morrison, Mark Watson,
Harry Hight and William Welles

# L'OFFENSIVA NEMICA ARRESTATA OVUNQUE

Gli Italiani Eroiramente Colpo Austriaco

#### LOTTA SANGUINOSA

Published and Distributed Under PERMIT No. 341
Authorized by the set of October 5, 1917, on the at the Postoffice of Philadelphia. Pa.
By order of the President.
A S HURLESON.
Postmaster General.

Roma, 18 giugno zanotte, annunzia che le truppe italiane valorosamente continuano ad arrestare gli austriaei in tutti i day and is leading to a catas-Un communicato emesso dal Surestare gli austriaci in tutti i punti e beiter Zeitung declares that with a inflitto sanguinose sconfitte al nemico, sion as now prevails those who

corso del flume Piave. Gli austriaci esausti dai contrat-

rinnovare i suoi attacchi di fanteria A sud del Montello, tra Zenson alta (un fronte di tre miglia ad oriente di Treviso) il nemico sviluppo

samente respinto. "Lungo il basso Piave, una azione no extension of the alliance, no Central ensiva risulta a nostro van-

Roma 18 giugno

quanto appresso;

guadagnare parziali successi e di con estrema violenza. Il nemico, stor-dito dalle sue perdite, continua la sua poderna pressibile di la sua poderosa pressione allo scopo di estendere la sua occupazone nella regione del Montello ed aprirsi una via verso la

ricamente attaccato il nemico lungo la inea di Ciano, la cresta del Montello e that if that be the attitude of the leader Sant'Andrea. "(Ill traliant hanno valorosamente mantenute saide le posizioni sul fiume da Sant'Andrea a Fossaita e si sono efficacemente opposti all'avanzata del

pianura. Le nostre truppe hanno ener-

emico nell'area di fronte a San Dona' di Plave. I prigionieri presi dal principio dei combattimenti ammontano a piu' di 120 ufficiali e 4500 di truppe, compresi 716

combattimenti, nonostante le sfavorevolis condizioni atmosferiche. Qua-rantaquattro macchine nemiche sono

state abbattute durante gli ultimi due Un dispaccio da Vienna, giunto ad Amsterdam, reca che l'Imperatore Carlo e' con le sue truppe al fronte italiano. Il dispaccio aggiunge che nella presente offensiva non partecipa alcun contin-

gente di truppe germaniche. Al contrario un dispaccio da Ginevra annunzia che in parecchi punti della fromiera dei Tirolo svizzero gli austri-aci sono aiutati de contingenti tedeschi. Dal Quartier Generale Italiano mantate da carri automobili, ma i proiettili italiani colpendo tali carri facevano esplodere le bombe entro le linee ne-miche. L'uso di dette bombe negli at-

uce del giorno rimase oscurata. Durante l'ultimo discorso pronunzi-ato alla Camera dei Peputati, l'on. Oriando ebbe a dire: "Il popolo italiano eve preferire di essere annichtito, anciche' accettare una pace disonorevole Il Governo non trascurera' nessuna oportunita' per concludere una giusta ed onorevole pace, ma non una sir possibilita' di una tale pace si e' ancora mostrata."

tacchi contro Monte Asolone, Monte Tomba e Monte Grappa fu tale che la

## BASS GROUNDS DAMAGED

Spoiled by Heavy Rains Harrisonville, N. J., June 18. - Bass Harrisonville, N. 4., state that found a ruling.,
fishermen in South Jersey have found a ruling.,
There were in this draft district only the claimed spoiled for the sport this season by reason of the heavy rains and floods during

the spring.

The Harrisonville mill pond, long a popular rendezvous for anglers and fly fishermen, broke its banks several months ago. Repairs have since been made and the pond is now flooded again, but most of the fish went out with the food.

#### Crisis May Bring Fall of Austria

Austrian situation. First and foremost comes that of the oppressed nationalities. The powerful Polish party, Hanno Sostenuto il Desperato again which no Government can stand and live, has delivered a death sentence on the Seydler Government and the Premier carnot, in consequence, face Parliament again. He is faced with resignation or rule without a Parliament. All parties agree that the latter alternative cannot be long

Continued from Page One

adhered to Not only are Poles demanding that the long era of suppression shall end, but other races are coming more defi-nitely forward with the same clamant call. The "southern Slav The "southern Slav question." Vienna message to Die Post. says a Vienna message to Die Post, "has become acute. The situation in

che in due posti lungo il Piave hanno couple of more months of such confu-Gli italiani hanno con successo lan-ciata una controffensiva lungo il basso will be able to jubilate. The Poles' great demand is an Aus-

trian solution of the Polish question—the transfer of Russian Poland to tacchi delle truppe anglo-francesi ed Austria and its union with Galicia as italiane al nord, hanno abbandonato il a third party in the Hapsburg realm.

Here comes in a second factor in the le loro fanterie nella regione delle situation—Germany. I have reported in ontagne e nell'importante settore di more than one message recently that Baron Burian, the Austro-Hungarian Foreign Minister, went to Berlin very nella montagne e nel settore di Mon- largely to influence the German Government in support of his solution of the Polish question. I have also reported that he had failed. Now the Frankfurter una importante azione, ma fu ovunque that he had failed. Now the Frankfurter arrestato. Esso lascio un centinaio di Zeitung admita that. The same journal says that Burian insists on his solution "Tra Maserada e Candelu' (nord-est as the only one which can rescue Ausdi Treviso) un tentativo del nemico as the only one which can rescue Ausper attraversare il Piave, fu sanguino tria from her present perilous situation. He insists that without it there can be

Europe Il bollettino pubblicato dal Ministero man point of view. The fatherland does della Guerra, la scorsa notte reca not wish to see Austria obtain so much The article goes on to give the Ger-Tutti combattono con disperata en- in Poland, for under such conditions Abbiamo abbundanza di mate-a guerra. L'ordine austriaco e Gormany feara very greatly the quello di avanzare a tutti costi. Senza strengthening of Slavdom and the inriguardo alle perdite il nemico sta ten- calculable consequences of a union of tando di ubbidiere. Migliata di cadaveri coprono il terreno di fronte al scettore italiano delle montagne, e lungo il Piave are those who talk of the Austrian soitaliano delle montagne, e lungo il Plave mucchi di morti formano in ciascun as-mucchi di morti formano in ciascun as-salto. Il nemico e' tuttavia lontano dai war between the Central Empires, so

Il comunicato ufficiale, reso pubblico nel pomeriggio di ieri, e' del seguente solving his main difficulty.

The difference difficulty. "Sull'altipiano di Asiago e sul Monte Carappa il nemico, che il 15 corrente ebbe a soffrire gravissimo perdite, durante a soffrire gravissimo perdite, durante The Count regards the Central Europe The Count regards to be supported only as la giornata di ieri ha limitato la sua The Louis regardo la scheme a sone to be supported only as azione a ritardare con intenso tuoco is controffensiva iniziata dalle nostre controffensiva iniziata dalle nostre truppe e quelle degli alleati, le quali, the entry of any third party into the supplies of raw material to such an extent that there will be an excess. ness standpoint, and insists that such excess must be prevented, so that Hun-

## Food Searcity Affects All

The Frankfurter Zeitung sadly asks a pillar of the alliance, what are we to expect from the Czechs, Poles, south-

A third factor affects all the races alike-the terrible food scarcity and al most hopeless economic condition of Dual Monarchy, to which I have frequently referred.

Strong appeals have been made of catturati dalle truppe ingiest e 261 dalle late to the workers by the Social Demo-"Il servizio di aviazione ha continu-ato a prendere un importantissima parte In this connection it should be remem-bered that not a single condition of those on which the recent great Austrian former members and former pastors are

The Austrian people, indeed, are thor- will end next Sunday. cughly war weary. The great masses Last night talks were made by the feel that the war has passed out of their Rev. Roby F. Day, D. D., inwood, secreorbit and is now being pursued by Germany for aims not theirs nor of interest to them. So each race is now seeking its own ends. The new offensive may possibly be an endeavor to turn the attention of the people to the battle-field again, but to all outward seeming that effort would appear to be too late. When German observers on the spot say that old Austria has ceased to exist, we may take it that the situation is serious as never before.

Tary of the Long Island conference: tary of the Long orbit and is now being pursued by Gerdano che gli austriaci hanno fatto usb di una grande quantita' di bombe a gas per l'offensiva. Queste sono di differ-enti qualita' ed alcune contengono gas colorato. Le bombe venivano traspor-

## Western Union Spurns U.S. Plan

Continued from Page One

his award. In view of this required procedure, I think we are entitled to state the facts, which are that the Taft-Walsh plan, which has been referred to a the decision of the board, was rejected by the board under the above trocedure by five votes. Following the failure of manifequent serious track was failure of unanimous action, there was no appointment of an untile, and therefore, under the prescribed time ordure of the board itself no his show

Not to Share Responsibility
We desire to be perfectly fair with
you, sir, as we have been with the
your sir, as you have long a great public service, with the
sharing the responsibility of conducting a great public service, with the
peculiar features of the war have
increased manyfold, with members of
an outside organization, whose interests are personal rather than public
Under the plan of Mr. Waish, concurred in by Mr. Taft, an outside
union, which has for many years been
frankly hostile to the company, would,
under the pretext of a war emergency,
waive its rights to strike during the
war, but carry on a propaganda for
the propose of enlisting sufficient of
the company's employes for no possible
result that it could attain during the
war, but only that it might furnish
the nucleus for the disorganization of
our service through demoralized discipline and the use of the strike immediately after the exigencies of the
war had ceased and released it from
its promises. As indicative of the
character and temper of this union,
permit me to quote the following
words from an official circular issued
by it, calling a meeting in thicago for
Tome armed if you deem it neces-Not to Share Responsibil t ome armed if you deem it neces-

Aim at Continued Service
"I need not remind you, sir, that
the primary obligations of a telegraph service are to provide continuity and competence, and that we
desire to protect these essentials, not
only during this emergency, but at
all times. To this end there are, it
seems to us, two plans of procedure.
One, compulsory arbitration, which,
as we recall, you urged upon Congress
at the time the great railway strike
was imminent. The other is found
in the suggestion of our employer
that they form their own union or
organization, upon the theory that the
normal relationship between employer
and omploye is that of peace and mutual co-operation in the adjustment
of their relations and no that of
strife, and that a spirit of hostility
and efforts of warfare are not necessary for industrial progress or the
adjustment of mutual relations.

Distinction in Unions Aim at Continued Service

## Distinction in Unions

Now that our employes have determined upon their own association. I am sure they would be glad to have the advice and counsel of the National War Labor Board in the formation of their organization, to the end that it may be representative of the employes interests, as well as free from any ininterests, as well as free from any influence that might limit its effectiveness in dealing with the rights and privileges of the employes. Nothing that can be accomplished by the Watsh-Tafr plan is not accomplished by the employes' association, but there is this important distinction—that unionism under conditions of coercion and hostility is not the same thing as the right to bargain collectively, a right which is given the employes by their association.

association.

"We ask you to believe that our view is based upon a most careful re-examination of our experience in the operation of telegraph service. There is no dispute between the company and its employes over pay or hours of labor. There is no likelihood of a strike of our employes, a body of men and women of high patriotism, who have borne great hurdens uncomplainingly as a part of their contribution to the letter places the matter squarely

## CHURCH SIXTY YEARS OLD

# St. John's, Pleasantville, N. J.,

Celebrating Anniversary St. John's Methodist Church, Pleas-

antville, N. J., is celebrating its sixtieth anniversary this week. Special services are being held each night, and strike was settled was carried out by coming from other towns to attend the services, which began last Sunday and

tary of the Long Island conference;

THEIR RIGHT TO EXEMPTION Twenty-two Young Married Men Each Brings Infant to Local Draft Board to Show Present Classification

Is Proper

Fishermen Report Favorite Haunts Fourth and Snyder avenue, today in up, twenty-two with their wives proof that the fathers of the respective children, three whose babies had

TWENTY-TWO young family men. Heyman, secretary, decided to experiwith twenty-two young bables, all ment to find out exactly how the new born since May 18, 1917, crowded the draft ruling would affect the district office of Local Draft Board No. 39. It asked all of the twenty-nine to apfamilies did not deserve reclassification and four falled to appear at all. It is under General Crowder's new draft understood the latter failed to receive their notices.

The next question the board will be twenty-nine young men who claimed called upon to decide is whether or not exemption because of marriages contacted since May 18, 1917, when the whose children have died. This will not called upon to decide is whether or not there must be a reclassification of those pecting to be presented with children in

"I only wish Teddy Roosevelt had been here." Mr. Heyman added in speak-ing of the experiment.

# ATLANTIC CITY HOTEL CREDITORS IN CLASH

of factions of claimants and their at- system? torneys, in the hearing before Clarence. I just couldn't help saying, "I can grit

telry, was forced into a receivership several weeks ago through the action of "No salary at all?" I asked. New York creditors. The United States District Court appointed Edward E. Grosscup, State purchasing agent for New Jersey, formerly chairman of the Democratic State Committee, as receiver. The outstanding claims of credictive. The outstanding claims of credictive for you to work on commission better for you to work on commission better for you to work on commission you get all you make."

"Maybe." I said, "but while I am making the landay will be wanting me itors, exclusive of mortgages, aggregate close to \$180,000.

The fight now binges upon the question of whether Mr. Grosscup or Henry W. Leeds, a hotelman-banker, of this city, should be trustee for the creditors. the New York faction favoring Grosscup, while Philadelphians joined with the Atlantic City creditors in advocating Leeds. The latter is president of the

claims of \$123,000, voted for Leeds, while seventy-seven others, with claims if by that time you show me that you while seventy-seven others, with claims if by that time you show me that you get of \$47,000, favored Grosscup. When the result was announced William Bilder, Newark, attorney for the minority of Newark, attorney for the minority chance apparently to stay in New York faction of creditors, raised the point that the claims of eighty of the creditors and be near Rosy. If only Graham were that the majority faction were irregular, and the majority faction were irregular. of the majority faction were irregular, because they had included proof of claim and power of attorney in the same instrument. He insisted that "I won't g Judges Haight and Relistab had so ruled

demanded further proof.

Bilder charged that the Haines Company had forced the receivership proceedings by assigning \$117,000 in company bonds to preferred creditors, asserting that Mrs. Newlin Haines, wife of the president of the company, received \$20,000 in collateral for a claim of \$10,000, and that her aunt, Mrs. Jef. fries, received \$27,000. He maintained also that when Haines transferred the hotel property to the Newlin Haines Company he received \$500,000 in company h hotel property to the Newlin Haling Company he received \$500,000 in preferred stock putting in his "good will" at \$350,000. Halines then, he charged, distance the property of posed of his preferred stock to the com-pany. He said Haines had disposed of all but \$2400 of his preferred holdings.

Football Player Wounded in France Reading, Pa., June 18 .- Harry R. Mat- him hanging up his received ten, son of Mr. and Mrs. Thomas Matreported wounded severely France, played quarterback on the high nating from Schuylkill Seminary he en



RULON J. GEISSLER An employe of the Gloucester City postoffice, who has a record of per-fect attendance at the Gloucester Baptist Sunday school for the last eighteen years

# **ATTERBURY** MOTOR TRUCKS

will do your kind of hauling.  $1\frac{1}{2}$  to  $3\frac{1}{2}$  tons. Delivery from stock.



E. J. BERLET. General Manager 1720-40 CROSKEY STREET Where Ridge and Columbia Aves. and 23d St. Mest Bell Phouse. Diamond 4423-4424

#### BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

SAM GOLDMAN agents' manager for certainly is a shrewd one. As soon as as it were, which is valuable to any s I entered his office he grabbed my blank ling can use from the young man, read it through and then said aloud, "Flint-working, with Perry! Perry is a good fellow Want to stay in New York for family reasons. If in, family reasons! Where does your girl live?"

"Newark. Who said It was a girl?" "You. You said here your home. is she the right kind of a girl ".
"What do

"What do you expect me to say" I He laughed , then went on, "Have you y other job in view?"
No, sir. I notice you ask every fellow whether he is working now. Does it make any difference?" Sure does. I wouldn't take a fellow

L. Cols, referee in bankruptey, over the selection of a trustee for the creditors of the Newlin Haines Company, owner of the \$800,000 Hotel St. Charles.

The company, which expended \$350, 500 about a year ago in building an imposing front for the big Boardwalk hospitality was forwed into a receivership. history, and then told me that life insur-

"No salary at all?" I asked.
"Um-un." He shook his head. "It is better for you to work on commissio than on salary. Working on commissio

'making' the landady will be wanting me to hand out each week, and it is going the swing of it. I want a job pre but I want a job that is going to guar-

the Atlantic City creditors in advocating Leeds. The latter is president of the Chalfonte Hotel Company and senior member of the firm of Leeds & Lippin-cott owners of Haddon Hall.

On a test vote 112 creditors, with claims of \$123,000, voted for Leeds, is a few to make the company of the control of the co

an sell I will carry you until you get straightened out. I thought pretty quickly. Here was a

"I won't give you anything. I told Judges Haight and iteration in the United States District Court in the United States District Court in the United States District Court in clear in your head that anything I advance you is a personal matter." Well, how much will you advance

coming in today, Mr. Perry. I saw those people and they kept me longer expected. I felt awfully sick after it, so I said no more, for I could hear

TODAY'S BUSINESS EPIGRAM It requires sand to leave your foot cinty in the sands of time What does this mean to YOU?

**Business Questions Answered** Business Questions Answered
Kindly answer the following questions. I am manufacturing a washing tablet and seiling the same myself. Are there any licenses to be taken out or permits? Does the inclosed circular conform with the law? Most every customer I've sold to repeats her order. I sold one to a woman on Monday, and on Tuesday she stupped me and bought six. I have many experiences of the same kind. The man that does my printing claims that I am compelled by law to print the formula. Inclosed find circular and money for the March 26 Eventua Printic Leiden. My wife says she saw a good article by you to a man with a rheumatism cure. I would like to have it. V. M. H.

I will have the circulation departmen I will have the circulation department send you the desired copy of the Eventual Problem Ledger. I am told that there is no need to print the formula for your washing tablet.

Incidentally, your folder is rather rude, and I would certainly advise you to see some advertising agent and have him rewrite this for you. A well-written folder of your story should in itself sell your washing tablet.

In most towns you have to have a license to peddle or to sell things from house to house. Your best plant would be to call at the city hall as soon as you get to the different towns.

Peter Flint is great. You surely under-

you get to the different towns.

Peter Fint is great. You surely understand the game, as you invite questions. How can I quickest get in touch with concerns in need of traveling representatives? Have been with my concern five years and entirely auited, but war conditions are greatly delaying shipments, so that they are often canceled entirely, making a straight commission job rather sick. Have written letters and made personal application in reply to ads in daily papers, but none so far has been worth the time spent in answering. It has been my experience that things worth while don't have to be advertised.

I take exception to your last remark. Pick up any newspaper and notice how the things that are worth while are most

sours to rechnical questions will be and the source to be a company. The most interesting problem of longiteres will be conset total the stance suppose a man was selling and the shirt manufacturer couldn't an agency for necktles or pajama will like, and manufacturers of goods would doubtless be giad to be designed the Magnitude Insurance Company.

## PRESIDENT GREETS SERBIANS

World Peace Depends on S

Determination for Small Nations New York, June 18.—The peace of the world depends on self-determination to Serbia and other small nations, Pres-dent Woodrow Wilson declared last nations. dent Woodrow Wilson declared last night in a telegram. The message was inderessed to a meeting of 3000 Serblam held at the Waldorf-Astoria Hotel under the auspices of the Serblam National Defense League, representing the Serblam Red Cross in America. The meeting was in celebration of Kosovo Day, which commencates the great moral vector. commemorates the great moral victor of the Serbians over the Turks in 148
The President's telegram follows:

Decision on St. Charles Trustee Held Up by Technicality.

Extravagance Charged

Atlantic City, June 18

Allegations of extravagant salaries and mismanagement entered into a clash of factions of ciaimants and their attempts of the sentence of the sent dem."

Just couldn't help saying. "I can grit their own political actions hold more than ever the attention of world and must engage the sympong."

"Cordially and sincerely yours, "WOODROW WILSON."

CORNELL MAN KILLED IN WAR

#### Lieut. Groser, Husband of Philadelphia Girl, Dead

New York, June 18.—A message, his family in Brooklyn from the Wa Department announces that Lieutenan He narrowed his eyes, leaned forward and then said, "I think you can sell graduated from Plattsburg camp. I graduated from Plattsburg camp. I have been blied in action.

He edited the Cornell Daily Sun a student at Cornell University. He was twenty-seven years old and was marriast August to Miss Lenore Strong, Philadelphia.



## Don't Imagine

that Kuehnle painting is expensive. It is always the long run.

Kuehnle PAINTER 11 S.16th St., DACE 3003

# **PHILADELPHIA** STEAM HEATING

COMPANY ENGINEERS JOBBE CONTRACTORS

Solicit your business in Heating Systems (all kinds)
Heat Regulators
Forl Economizers
Pice and Boller Covering
Pice Fitting for all dulies
Power Pante
Water Supply Systems
Water Meters
Ventle tings

years. Telephone con Day, Night and Holl Juniper and Che Philadelphi

\$100.00 Rewa

